



**MOTOROLA**

December 21, 1995

Telecommunications Industry Association  
2500 Wilson Blvd., Suite 300  
Arlington, VA 22201

Re: ANSI Standard JSTD-010 (developed under PN-3387)  
IS-136 based TDMA upbanded Base min perf spec: "PCS  
IS-136 Based Base Station Minimum Performance 1900  
MHz Standard"

Dear Sirs:

As set out below, Motorola agrees to comply with the ANSI Patent Policy for the above-captioned ANSI Standard JSTD-010 ("Subject Standard"). For essential patents held or controlled by Motorola pending or anticipated to be filed whose use would be required for technical reasons to make equipment complying with the Subject Standard, Motorola will make licenses available to equipment manufacturers under reasonable terms and conditions that are demonstrably free of any unfair discrimination.

To the extent that Motorola has extended or concluded license agreements for the Subject Standard, we believe that such agreements comply with the ANSI Patent Policy. Motorola is also willing to provide to ANSI upon written request the terms and conditions of any Motorola license agreements in place for the Subject Standard at the time of such request, provided that ANSI signs a non-disclosure agreement protecting the confidentiality of each such agreement, and further provided that each licensee gives Motorola written permission to disclose its agreement to ANSI.

Very truly yours,

Ray Millington  
Vice President  
Motorola, Inc.

cc: American National Standards Institute